A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY RECORDS 6.8% INCREASE IN BILLINGS FOR THE FIRST HALF OF 1985

The Metal Treating Industry's sales total of $243.6 million for the first six months of 1985 is 6.8% above the 1984 total for this period of $228.1 million.

For the month of June, sales amounted to $40.2 million, up 3.8% from the June 1984 total of $38.8 million.

Seven out of nine MTI districts improved over their June 1984 performance as well as in year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Jun 85 vs. Jun 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	15.5	16.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	3.3	6.9
3	South Central (W.PA-OH-IN-KY)	5.2	5.9
4	Michigan	5.8	7.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-1.4	-2.3
6	North Central (IL-WI-MN-MO-IA)	-3.5	-3.8
7	Pacific Coast (CA-AZ-ORE-WASH)	6.5	13.6
8	Southwest (TX-OK-AR-CO-LA-UT)	5.8	17.4
9	Canada	2.5	17.0

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1985

BILLINGS FOR MONTH

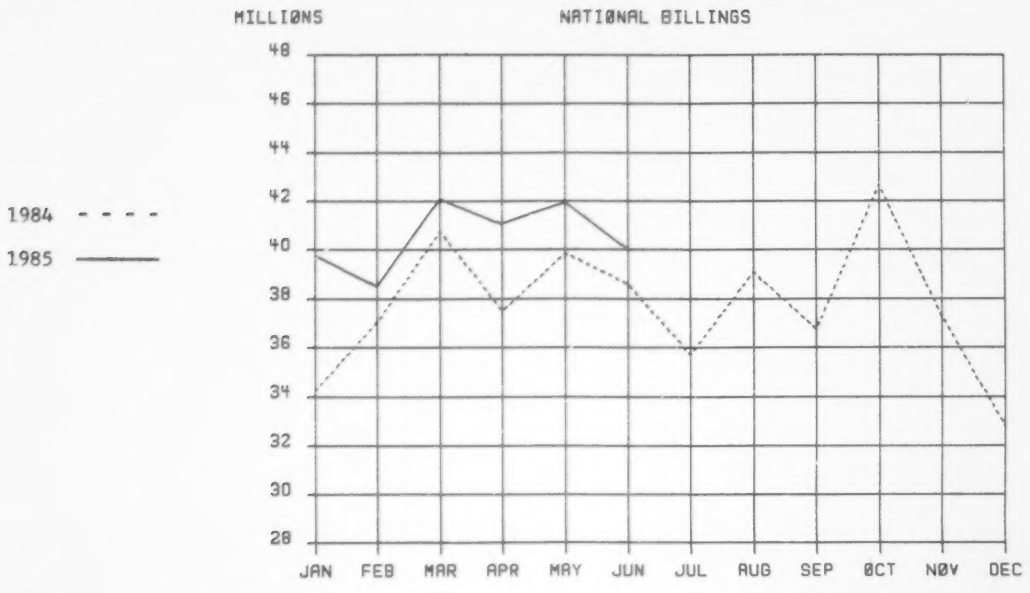
	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38759.2	40215.3	3.8	100.0	100.0
Dist. 1	17	2154.9	2489.0	15.5	5.6	6.2
Dist. 2	39	4678.3	4830.3	3.3	12.1	12.0
Dist. 3	59	6906.0	7265.7	5.2	17.8	18.1
Dist. 4	30	5851.3	6190.1	5.8	15.1	15.4
Dist. 5	23	1451.0	1430.1	-1.4	3.7	3.6
Dist. 6	46	7938.9	7657.7	-3.5	20.5	19.0
Dist. 7	28	5435.3	5809.9	6.9	14.0	14.4
Dist. 8	27	2725.4	2883.7	5.8	7.0	7.2
Dist. 9	9	1618.1	1658.8	2.5	4.2	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	228096.3	243583.1	6.8	100.0	100.0
Dist. 1	12740.7	14786.6	16.1	5.6	6.1
Dist. 2	27130.5	29011.1	6.9	11.9	11.9
Dist. 3	38678.7	40952.4	5.9	17.0	16.8
Dist. 4	36200.6	38968.4	7.6	15.9	16.0
Dist. 5	8971.1	8767.0	-2.3	3.9	3.6
Dist. 6	48211.4	46362.4	-3.8	21.1	19.0
Dist. 7	30927.5	35143.1	13.6	13.6	14.4
Dist. 8	15875.4	18643.0	17.4	7.0	7.7
Dist. 9	9360.5	10949.1	17.0	4.1	4.5

[1] Total MTI membership including firms that do not participate in monthly analysis.

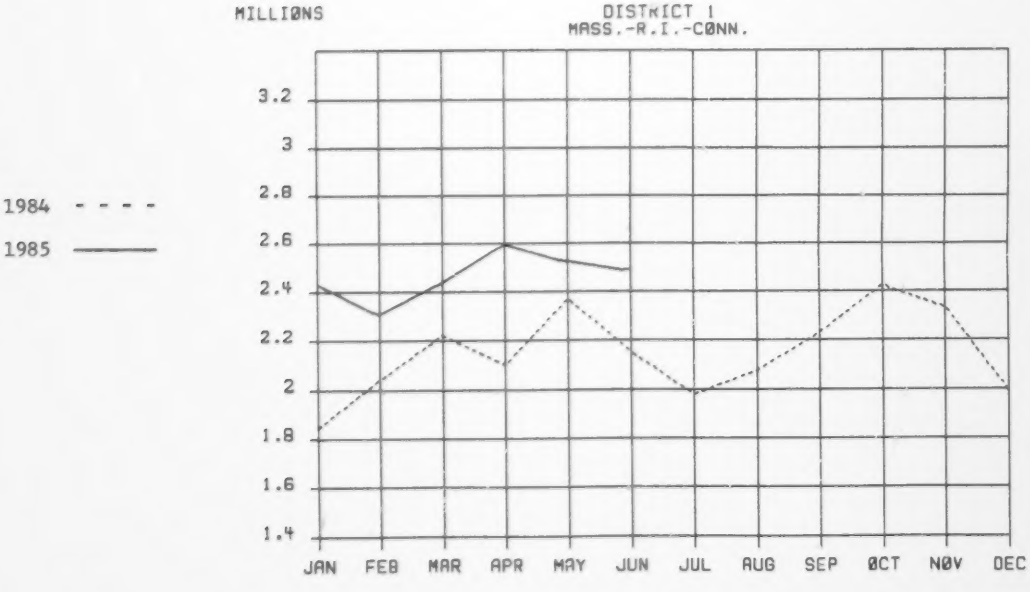
NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.



1984 - - - -

1985 ———

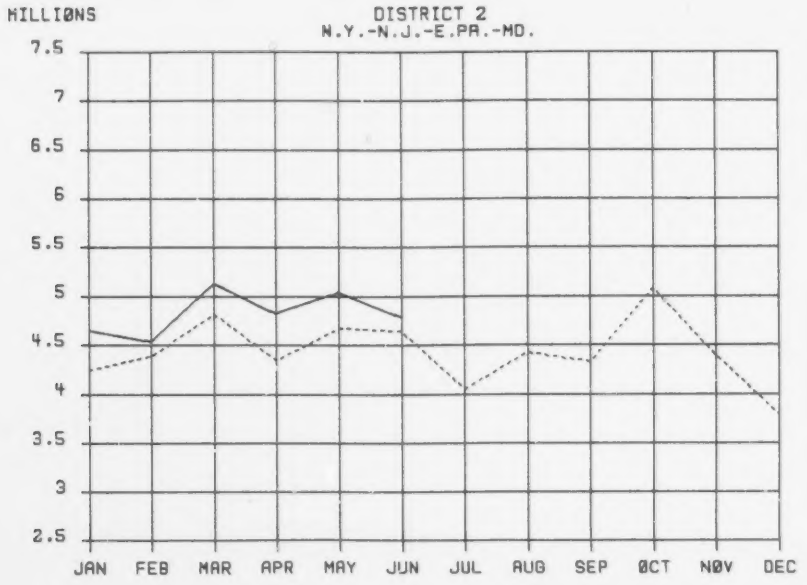
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.0	3.3	9.6	5.2	3.7						
% Change	Cumulative	16.3	9.9	7.5	8.0	7.4	6.8						



1984 - - - -

1985 ———

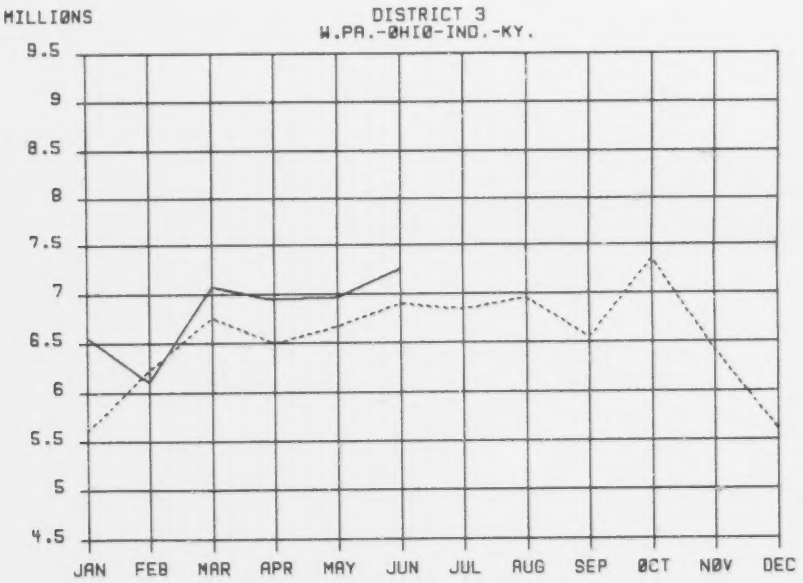
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	15.5						
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.1						



1984 - - - -

1985 ———

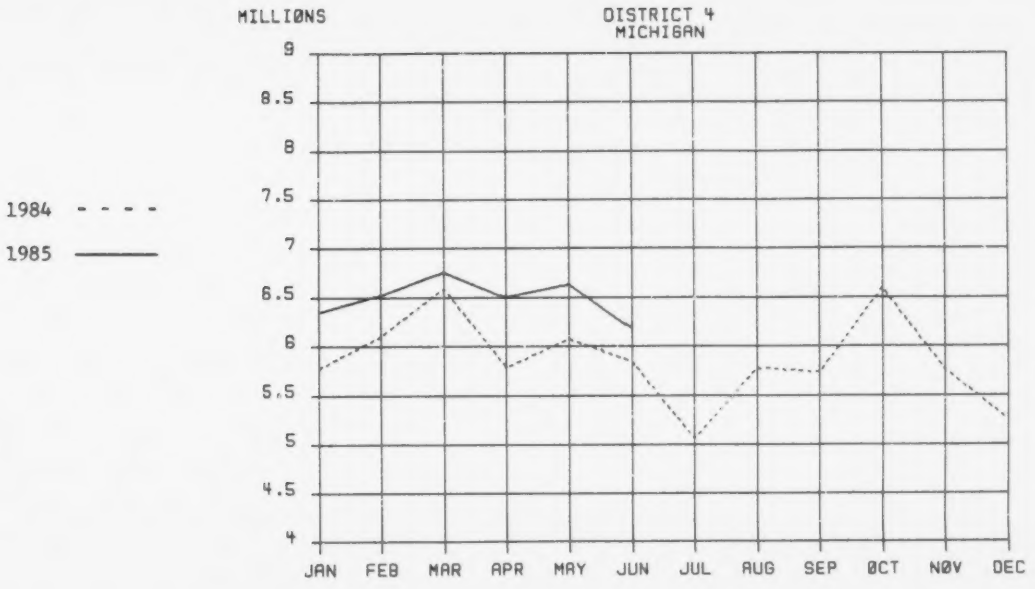
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	3.5	6.6	11.1	7.8	3.3						
% Change	Cumulative	9.6	6.5	6.5	7.6	7.7	6.9						



1984 - - - -

1985 ———

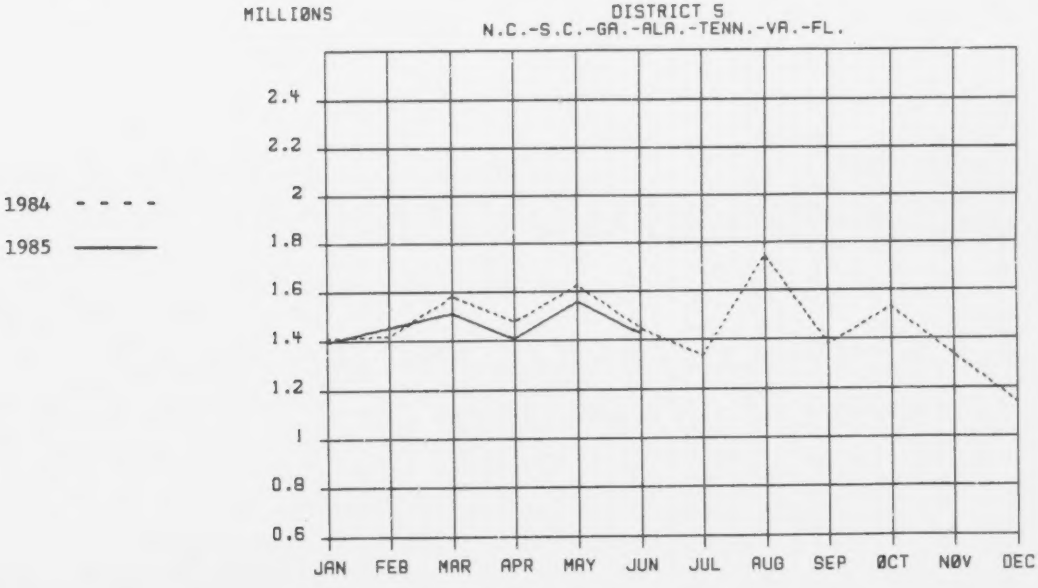
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.2	-1.9	4.6	6.9	4.6	5.2						
% Change	Cumulative	17.2	7.1	6.2	6.4	6.0	5.9						



1984 - - - -

1985 ———

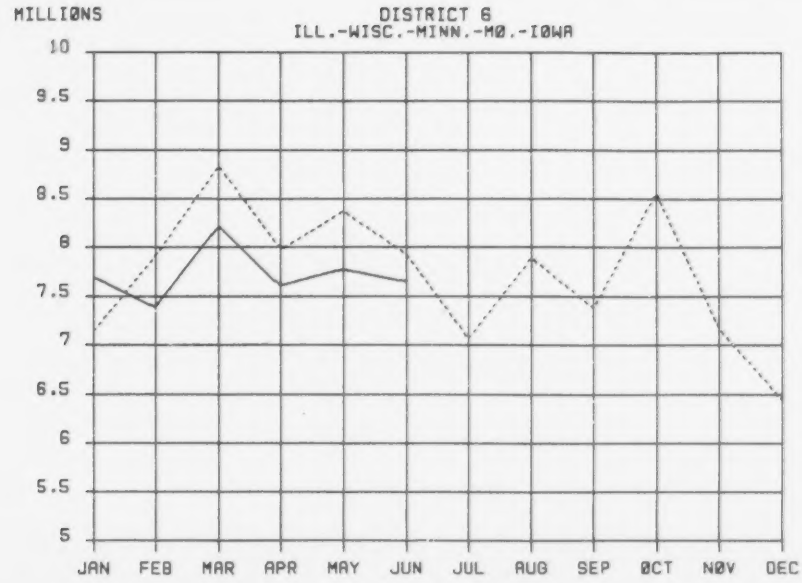
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8						
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6						



1984 - - - -

1985 ———

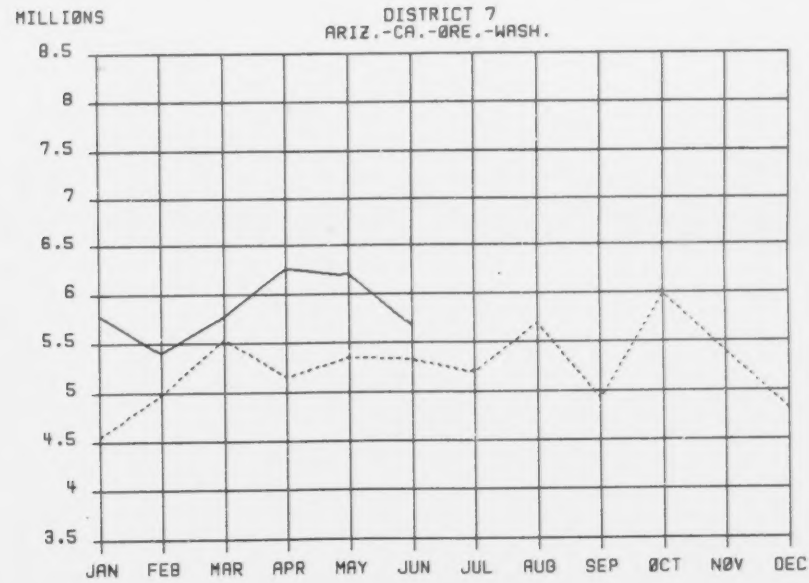
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4						
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3						



1984 - - - -

1985 ———

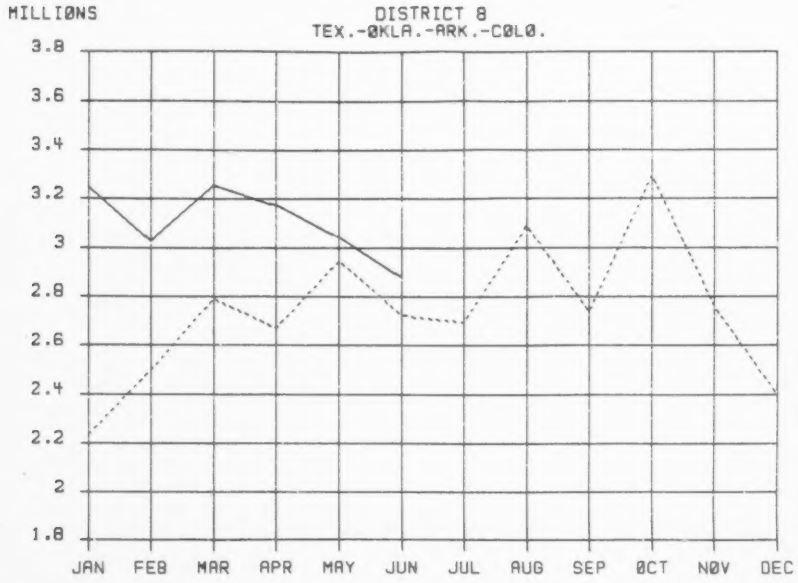
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.6	-6.6	-7.0	-4.6	-7.1	-3.5						
% Change	Cumulative	7.6	-0.2	-2.5	-3.0	-3.9	-3.8						



1984 - - - -

1985 ———

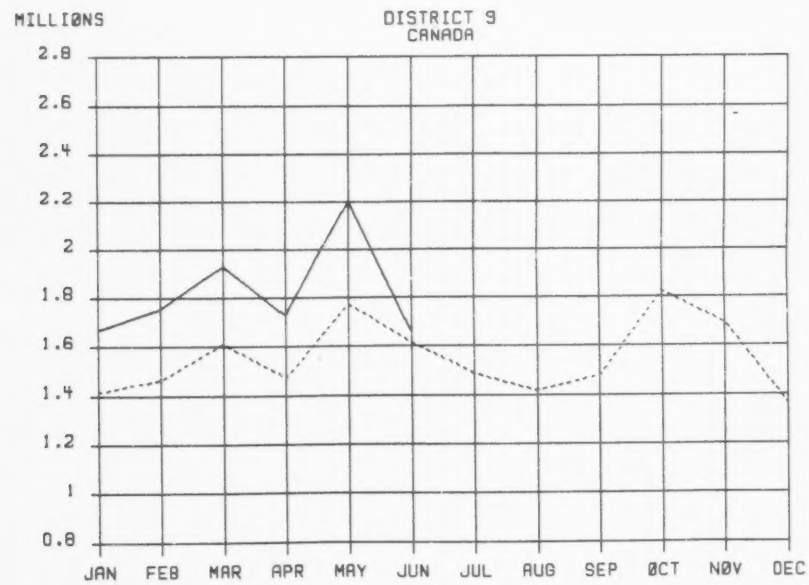
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	8.5	4.2	21.7	15.9	6.5						
% Change	Cumulative	27.3	17.5	12.6	14.9	15.1	13.6						



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8						
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4						



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1	2.5						
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0	17.0						

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JULY 1985 BILLINGS FOR METAL TREATING INDUSTRY EXCEED JULY 1984 TOTAL BY 6.1%

July 1985 sales equaled $37.6 million, up from $35.4 million in July 1984.

For the current year-to-date, billings amounted to $281.0 million, up 6.8% from 1984's total of $263.0 million.

In the near term, sales have declined 10.6% since May of this year, and they have hit their lowest mark since December, 1984.

Eight out of nine MTI districts improved over their July 1984 performance and seven out of nine improved over their 1984 year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Jul 85 vs. Jul 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	12.6	15.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	9.1	7.5
3	South Central (W.PA-OH-IN-KY)	1.6	5.6
4	Michigan	18.1	8.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.5	-1.9
6	North Central (IL-WI-MN-MO-IA)	-6.5	-4.2
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	13.5
8	Southwest (TX-OK-AR-CO-LA-UT)	9.1	16.2
9	Canada	15.5	16.8

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ANALYSIS OF NATIONAL BILLINGS

JULY, 1985

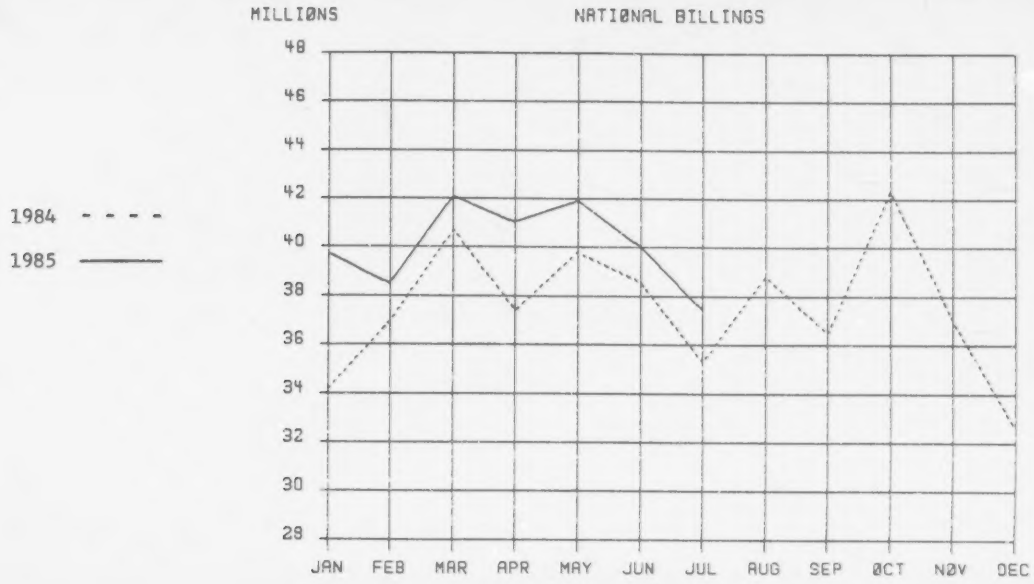
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	35432.7	37601.9	6.1	100.0	100.0
Dist. 1	17	1979.3	2228.8	12.6	5.6	5.9
Dist. 2	39	4001.9	4367.8	9.1	11.3	11.6
Dist. 3	59	6725.7	6830.9	1.6	19.0	18.2
Dist. 4	30	5060.1	5975.9	18.1	14.3	15.9
Dist. 5	23	1336.0	1342.6	0.5	3.8	3.6
Dist. 6	46	7069.7	6607.9	-6.5	20.0	17.6
Dist. 7	28	5074.1	5585.3	10.1	14.3	14.9
Dist. 8	27	2695.1	2940.8	9.1	7.6	7.8
Dist. 9	9	1490.7	1722.1	15.5	4.2	4.6
Foreign	22					

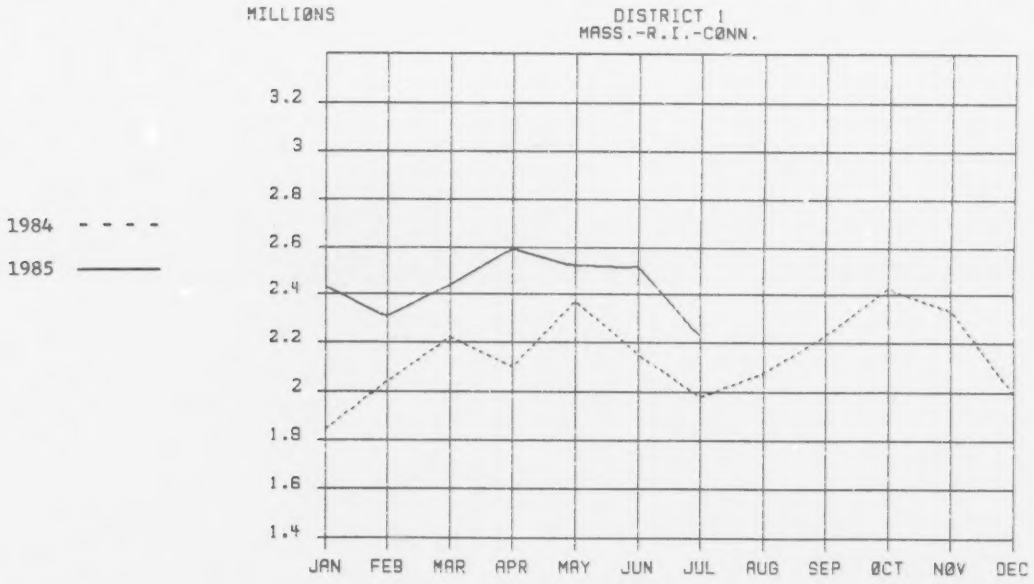
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	263040.6	280990.0	6.8	100.0	100.0
Dist. 1	14720.0	17044.3	15.8	5.6	6.1
Dist. 2	30742.2	33057.2	7.5	11.7	11.8
Dist. 3	46225.6	48795.1	5.5	17.6	17.4
Dist. 4	41260.7	44944.3	8.9	15.7	16.0
Dist. 5	10307.1	10109.6	-1.9	3.9	3.6
Dist. 6	55281.1	52970.3	-4.2	21.0	18.9
Dist. 7	35082.1	39814.4	13.5	13.3	14.2
Dist. 8	18570.5	21583.7	16.2	7.1	7.7
Dist. 9	10851.1	12671.2	16.8	4.1	4.5

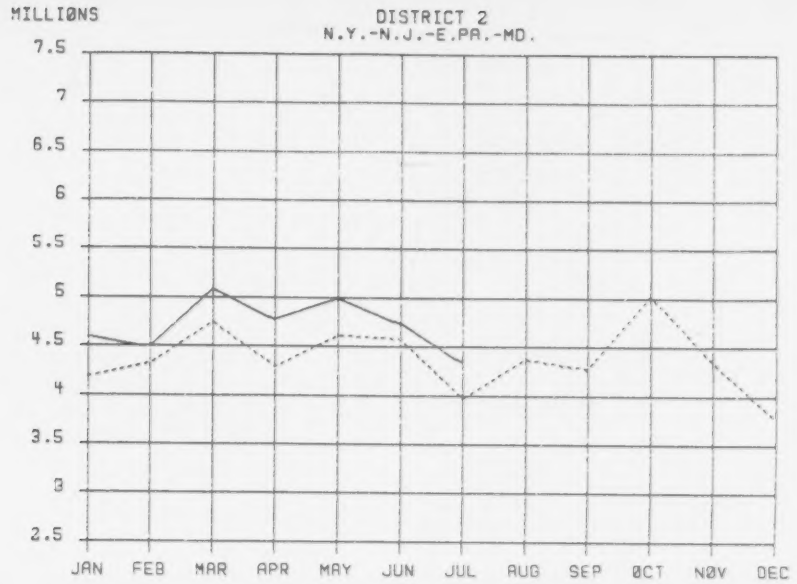
[1] Total MTI membership including firms that do not participate in monthly analysis.



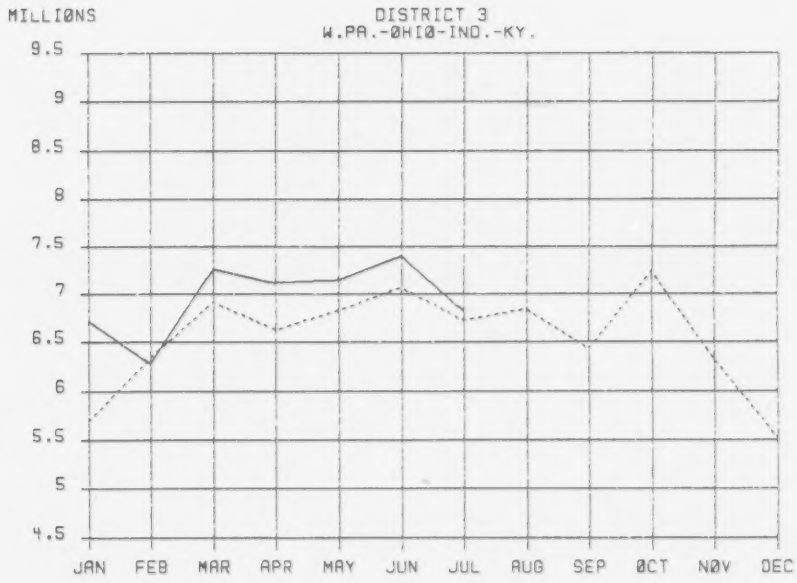
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.4	4.2	3.4	9.8	5.3	3.8	6.1					
% Change	Cumulative	16.4	10.1	7.6	8.2	7.6	6.9	6.8					



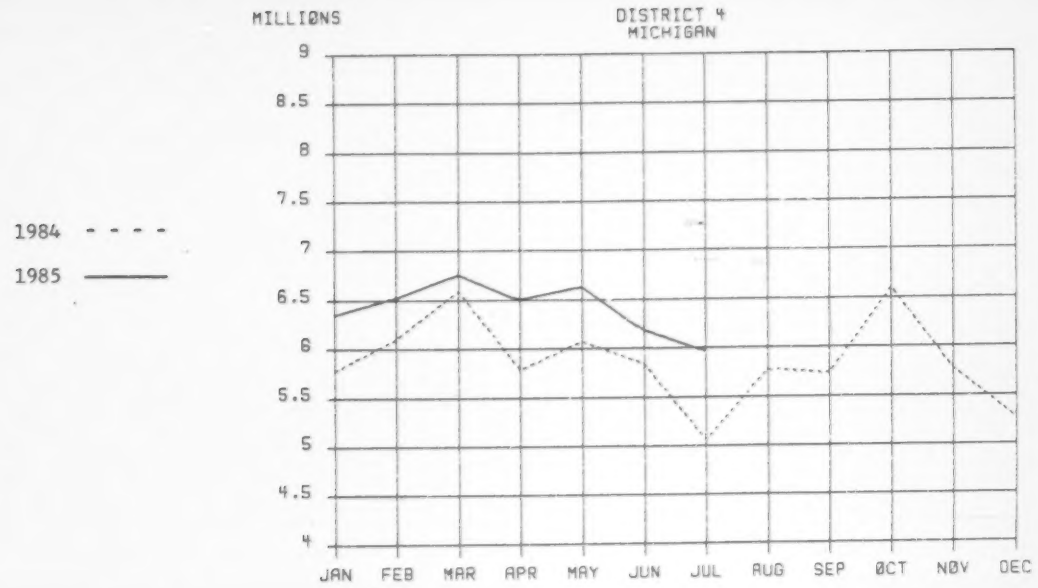
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6					
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8					



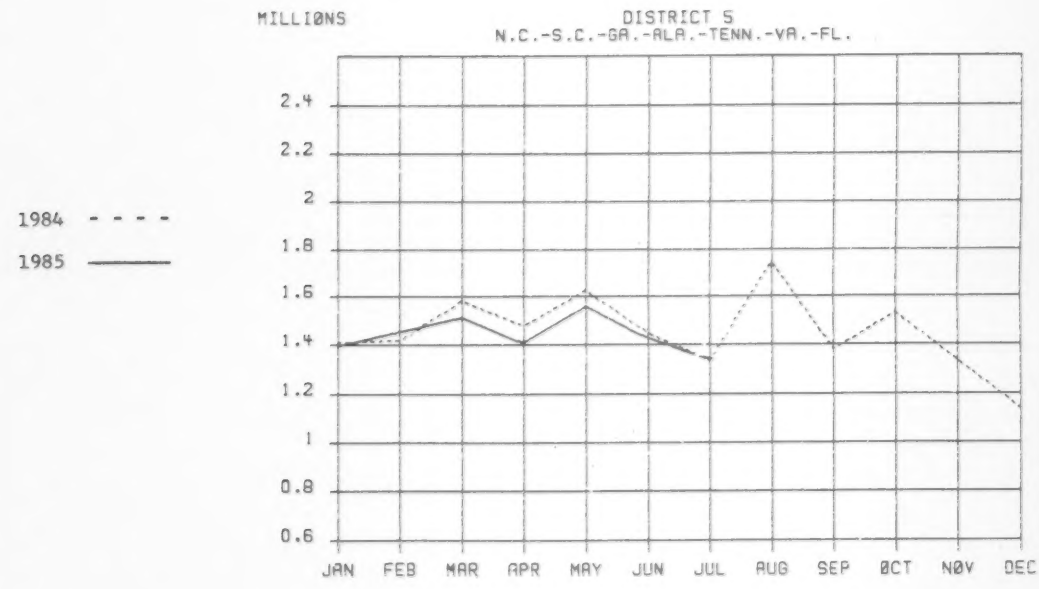
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.9	3.9	7.1	11.2	8.3	3.6	9.3					
% Change	Cumulative	9.9	6.8	6.9	8.0	8.0	7.3	7.5					



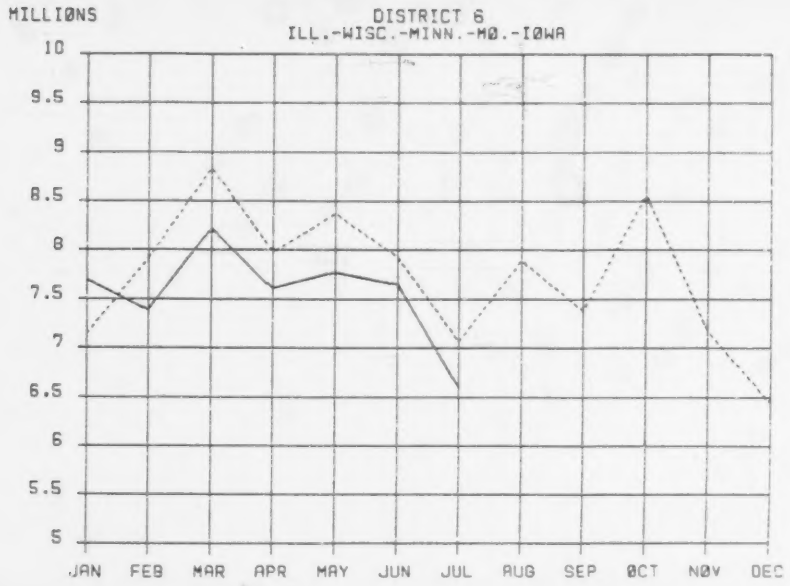
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.9	-1.0	5.1	7.5	4.7	4.8	1.6					
% Change	Cumulative	17.9	7.9	6.9	7.1	6.6	6.2	5.6					



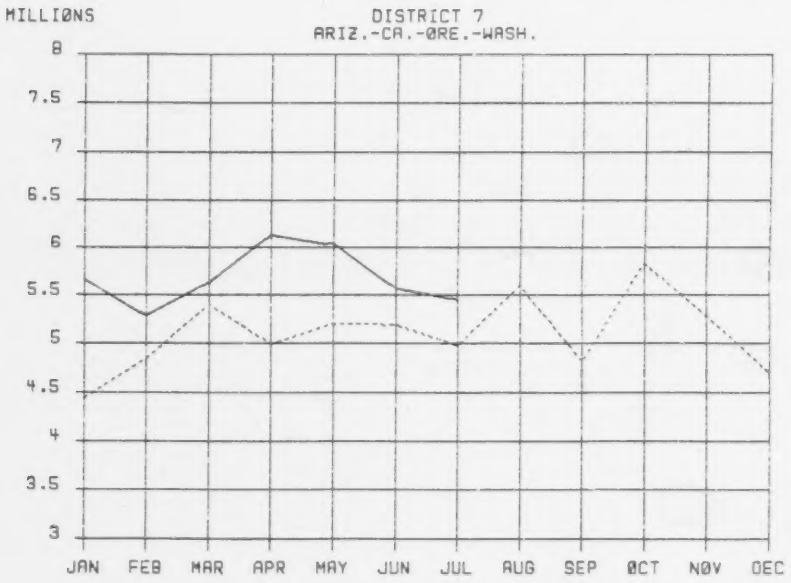
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	6.8	2.4	12.4	9.1	5.8	18.1					
% Change	Cumulative	10.0	8.4	6.3	7.7	8.0	7.6	8.9					



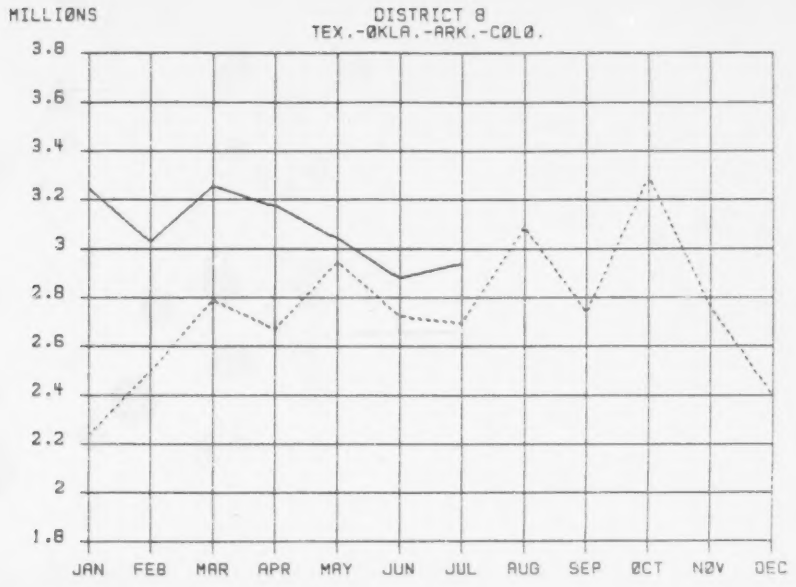
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.2	2.5	-4.5	-4.4	-4.0	-1.4	0.5					
% Change	Cumulative	-1.2	0.7	-1.2	-2.0	-2.4	-2.3	-1.9					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.6	-6.6	-7.0	-4.6	-7.1	-3.5	-6.5					
% Change	Cumulative	7.6	-0.2	-2.5	-3.0	-3.9	-3.8	-4.2					



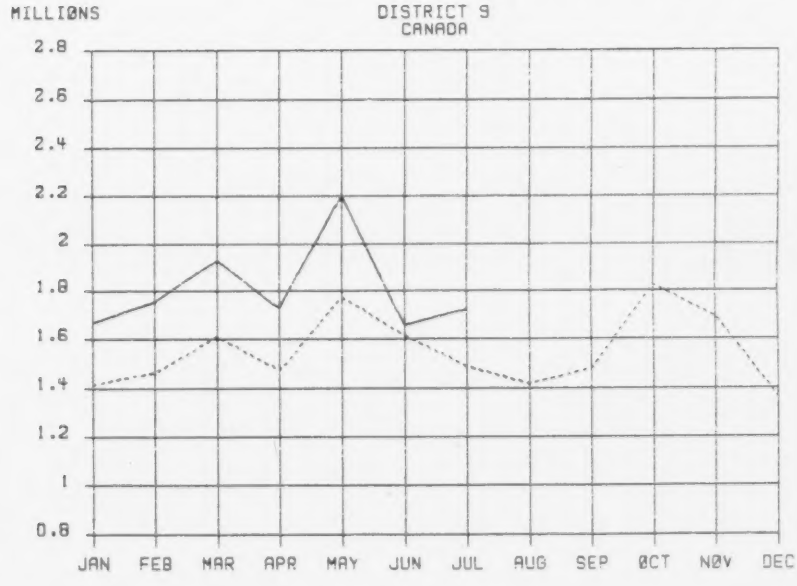
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.3	9.1	4.3	22.9	16.3	7.2	9.6					
% Change	Cumulative	27.3	17.8	12.8	15.4	15.6	14.1	13.5					



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.2	21.2	16.7	18.9	3.3	5.8	9.1					
% Change	Cumulative	45.2	32.5	26.6	24.6	19.8	17.4	16.2					



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.0	19.8	19.8	17.3	24.1	2.5	15.5					
% Change	Cumulative	18.0	18.9	19.3	18.8	20.0	17.0	16.8					

7/30/85
A6376-1

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AUGUST 1985 BILLINGS FOR METAL TREATING INDUSTRY OFF 1.2% FROM AUGUST 1984 TOTAL

August 1985 sales amounted to $38.3 million compared to $38.8 million for August 1984. While the industry experienced a slight upturn in sales of 1.9% from July 1985, this increase was less than that for July-to-August 1984.

Total billings for calendar year 1985 amount to $318.8 million, up 5.8% from the 1984 total for this period of $301.3 million.

Five out of nine MTI districts improved over their August 1984 performance and seven out of nine exceeded last year's year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Aug 85 vs. Aug 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	5.0	14.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	0.6	6.8
3	South Central (W.PA-OH-IN-KY)	3.2	5.3
4	Michigan	4.7	8.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-18.2	-4.3
6	North Central (IL-WI-MN-MO-IA)	-14.9	-5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	12.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-5.9	13.1
9	Canada	9.4	15.9

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1985

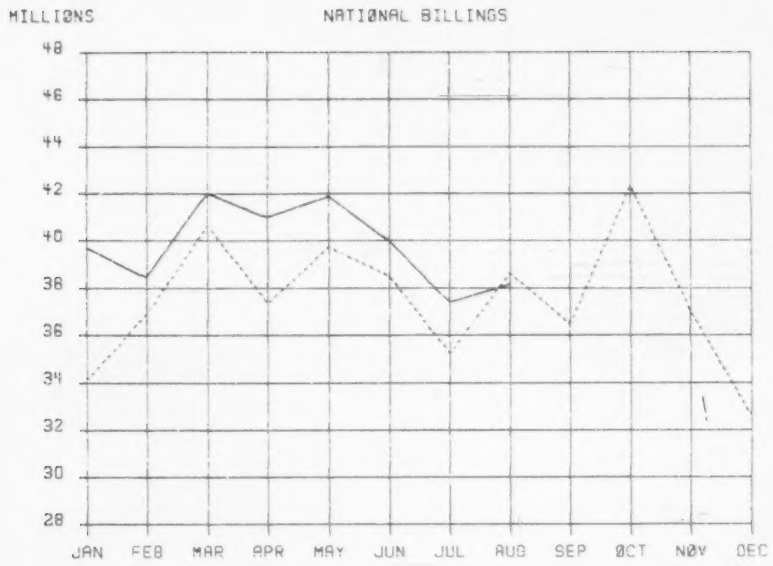
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	38767.6	38316.5	-1.2	100.0	100.0
Dist. 1	17	2076.5	2180.5	5.0	5.4	5.7
Dist. 2	39	4314.8	4337.3	0.5	11.1	11.3
Dist. 3	59	6843.1	7061.9	3.2	17.7	18.4
Dist. 4	30	5783.2	6054.0	4.7	14.9	15.8
Dist. 5	23	1745.0	1427.7	-18.2	4.5	3.7
Dist. 6	46	7898.0	6717.3	-14.9	20.4	17.5
Dist. 7	28	5597.7	6078.3	8.6	14.4	15.9
Dist. 8	27	3090.6	2907.5	-5.9	8.0	7.6
Dist. 9	9	1418.5	1552.0	9.4	3.7	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	301289.8	318784.7	5.8	100.0	100.0
Dist. 1	16796.5	19224.8	14.5	5.6	6.0
Dist. 2	34641.8	36981.9	6.8	11.5	11.6
Dist. 3	53068.7	55857.0	5.3	17.6	17.5
Dist. 4	47044.0	50998.3	8.4	15.6	16.0
Dist. 5	12052.1	11537.3	-4.3	4.0	3.6
Dist. 6	63179.1	59703.9	-5.5	21.0	18.7
Dist. 7	40576.7	45767.0	12.8	13.5	14.4
Dist. 8	21661.1	24491.3	13.1	7.2	7.7
Dist. 9	12269.7	14223.2	15.9	4.1	4.5

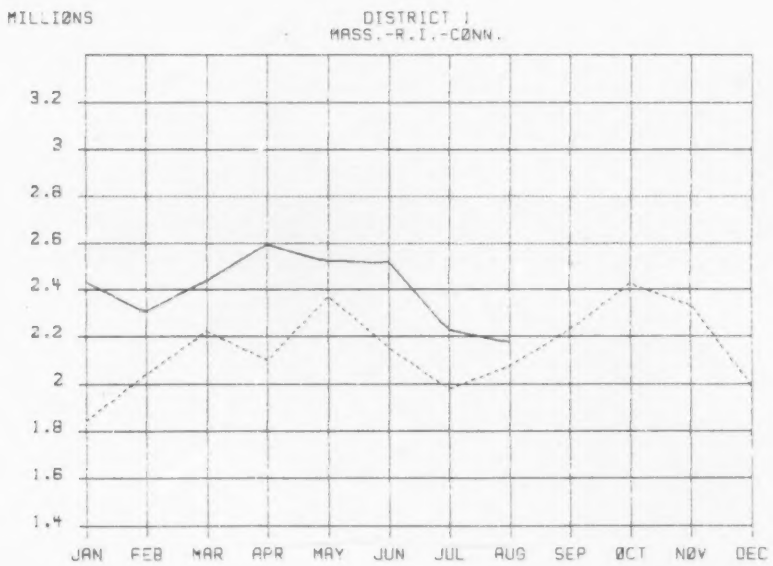
[1] Total MTI membership including firms that do not participate in monthly analysis.



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.4	4.2	3.4	9.8	5.4	3.8	6.1	-1.2				
% Change	Cumulative	16.4	10.1	7.6	8.2	7.6	7.0	6.8	5.8				



1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4	16.8	12.6	5.0				
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2	16.3	15.8	14.5				